

DRAFT
Evaluation of Price Proposal
Offeror:
Base:
System:
Anticipated Award Date:

- 1. Overview:** Discuss overall offer and results.
- 2. Bundling:** Identify if this is a part of a bundle and what other systems are included in the bundle.
- 3. Compliance with requirements:**

RFP Section L.9.6.

Section 1. Schedule B-2. Is there a separate schedule B-2?

Section 2. Cost Proposal, Introduction, and Pricing Assumptions.

- Does offer explicitly shows how each Sub-CLIN was calculated?
- Are assumptions on inflation for 1st two years and effect on each Sub-CLIN explicitly described?
- Are costs shown in 1st two years dollars (also section B.5.2.2)?
- Are all assumptions, scope limitations, and/or qualifications of the price addressed and explained for each Sub-CLIN?
- Schedule L-1 filled out?
- Schedule L-2 filled out?
- Is there a direct correlation established between schedule L-2 and L-1 Renewal & Replacement cost?
- If there is a residual value, has the basis for it been clearly demonstrated?
- Is cost information included in schedule L-3 for all Capital Upgrades included in their plan (IAW C.11.2)?
- Has the offeror included a recovery of purchase price in L-3 that is between zero and 100% of the purchase price offered in B-2?

Section 3. General estimating methodology.

- Is there a discussion of the offeror's standard estimating system or method?
- For Unregulated companies:
 - Do they state whether or not their Disclosure Statement has been determined adequate by the cognizant Government ACO? If so, did they provide the date of approval?
 - Did they identify any outstanding Cost Accounting Standards (CAS) violations? If so, did they provide the status/action being taken?
 - Did they state that they were exempted from submitting a CAS Disclosure Statement and identify the reason for the exemption?

Section 4. Cost Risk Assessment.

- Did they identify cost risk areas and their management approach to mitigating/controlling each risk?
- Do their solutions make sense and are the costs covered in their proposal?

RFP Section B.2.3, B.5.2.2, C.3.1, and C11.1.

- Does the offer include all costs to meet all requirements of the RFP? (Identify all exceptions/caveats to the costs.)

RFP Section C.11.2.2.1 – Initial Capital Upgrades.

- Are all initial capital upgrades performed in the first five years of the contract and described for all five years in the same detail required for the first year's upgrade list in Paragraph C.11.2?

RFP Section G.3. Service Charge Adjustment.

- Does the offer only include items listed in Schedule L-1 in price redeterminations?

RFP Section H.3 – Catastrophic Loss.

- Does the offeror include any costs to cover catastrophic losses?

4. Price Analysis. Fill in the Net Present Values from the CEA Model. Discuss the reasonableness and realism of the price proposed for each item. Reasonable = versus competition, current market, and Status Quo. Realism = covers requirements, consistent with proposal, not unbalanced, and neither excessive nor insufficient.

	Status Quo	Offeror	Savings (SQ – Priv)	Ratio (Priv/SQ)
PP credit				
PP Recovery				
O&M				
R&R				
Other				
Total				

- Purchase Price. Discuss purchase price proposed and relationship with CEA model RCNLD and OCLD values.
- Purchase Price Recovery. Is recovery between 0 and 100% of price?
- O&M. Discuss O&M cost proposed and relationship with SQ O&M. Does the O&M cost include cost for utility locates and supporting utility costs?
- R&R. Discuss R&R cost and schedule proposed and relationship with SQ R&R.
- Initial Capital Improvements. Discuss initial capital improvements cost and schedule proposed and relationship with SQ projects. Use chart to determine if it needs to be added to the SQ cost.

Project	Offeror Cost	Months Amortized	In Atch J?	Needs to be added to SQ?

- Other Costs. This is the AF cost of privatization and credit for taxes. Identify percentage used for taxes and why.
- CLIN AC – Credit for delayed response. Identify amount and basis for amount.

5. Terms and Conditions/Alternate Proposals. Identify and discuss any exceptions to the RFP Terms and Conditions in the offer that affect price.

- Do the terms and conditions follow the requirements of section L.8.2 – Exceptions to Terms and Conditions?
- Does the offeror identify the paragraph or specific part of the RFP they are taking exception to?
- Have they provided rationale in support of the exception and fully explained its impact?

- Have they provided exceptions in the format specified in the RFP?

RFP EXCEPTIONS

RFP Document	Paragraph/ Page	Requirement/ Portion	Rationale
SOW, RFP Model Contract, etc.	Applicable page and paragraph numbers	Identify the requirement or portion to which exception is taken	Justify why the requirement will not be met or discuss reasons why not meeting the Government's terms and conditions might be advantageous to the Government

6. Overall Assessment of Offer.

7. Items for Negotiation. Identify any information the CO may need in support of the face to face negotiations.

- Any deficiencies.
- Back up information needed.
- Questions on proposal.